

Message Text

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PAGE 01 MOSCOW 05027 171944Z
ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 /021 W
-----032467 171945Z /47
P 171933Z MAR 77
FM AMEMBASSY MOSCOW
TO USDOC WASHDC PRIORITY
INFO SECSTATE WASHDC 9227
AMCONSUL LENINGRAD

UNCLAS MOSCOW 05027

USDOC FOR BEWT/TDAD(BOWIE)

E.O. 11652: N/A
TAGS: BEXP, BTRA, UR
SUBJECT: SEMINAR ON MARKETING IN THE U.S.

REF: USDOC 4423

1. COMOFF SPOKE WITH MEL'NIKOV MARCH 17. LATTER CONFIRMED THAT SOVIET SIDE AGREEABLE TO MAY 28 - JUNE 3 TIMEFRAME FOR SUBJECT SEMINAR WITH SCHEDULE AS SPELLED OUT IN USDOC 4592.

2. MEL'NIKOV REITERATED SOVIET SIDE'S INTEREST IN HAVING DISCUSSION OF U.S. EXPORT CONTROL REGULATIONS REMAIN ON AGENDA. THERE IS NO RPT NO OBJECTION TO ITS BEING SEPARATE ITEM.

3. SOVIET CONFUSION ON LATTER POINT APPEARS TO HAVE TWO SOURCES. FIRST, COMMUNICATIONS: MOSCOW 3262 TRANSMITTED SOVIET UNDERSTANDING OF AGENDA ITEMS AS OF MARCH 1. USDOC 4592 CAME BACK AGREEING TO THAT AGENDA, BUT ALSO ADDING DISCUSSION OF U.S. EXPORT CONTROL REGULATIONS AS SEPARATE ITEM. SINCE MOSCOW 3262 HAD INCLUDED THAT SUBJECT IN POINT 3E, AND SINCE USDOC 4592 DID NOT
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SPECIFICALLY DELETE IT FROM THAT POINT, MEL'NIKOV'S FIRST QUESTION WAS REALLY WHETHER SUBJECT WOULD, IN FACT, BE COVERED TWICE. SECOND PROBLEM WAS THAT FORMULATION CONTAINED IN USDOC 4592 DID NOT SPECIFICALLY INCLUDE WORDING TO EFFECT THAT DISCUSSION WOULD BE OF U.S. EXPORT CONTROL REGULATIONS "IN RESPECT

TO SOCIALIST COUNTRIES." COMOFF ASSURED MEL'NIKOV
THAT SUCH WAS MOST CERTAINLY THE CASE, BUT SAID USCO
WOULD SEEK USDOC CONFIRMATION. FOR THE RECORD, ACTION
REQUESTED: PLEASE CONFIRM THAT DISCUSSION IN EIGHTH
AGENDA ITEM WILL BE OF U.S. EXPORT CONTROL REGULATIONS
"IN RESPECT TO SOCIALIST COUNTRIES."

4. RE HOTEL ACCOMMODATIONS, EMBASSY NOTES THAT
REVISED SEMINAR DATES COINCIDE WITH LARGE INTERNATIONAL
ELECTRONICS MANUFACTURING EXHIBITION IN MOSCOW,
INTERNEPCON (MAY 29 - JUNE 7). THIS SHOW, COMBINED
WITH BEGINNING OF TOURIST SEASON, GREATLY
INCREASES LIKELIHOOD OF HOTEL CROWDING. FOR THIS REASON,
COMBINED WITH SOVIET PRACTICE OF EXTREMELY LATE CONFIRMA-
TION OF EMBASSY-MADE RESERVATIONS AND NORMALLY LOW
CLASS OF ROOMS OBTAINED BY EMBASSY MEDIATION, WE SUGGEST
THAT SEMINAR PARTICIPANTS MAKE HOTEL RESERVATIONS VIA
U.S. TRAVEL AGENT/INTOURIST. "GROUP" APPROACH WOULD BE
ADVISABLE TO ASSURE ALL ARE ACCOMMODATED IN SAME HOTEL.
PLEASE ADVISE DESIRED ACTION. TOON

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NNN

*** Current Handling Restrictions *** n/a

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